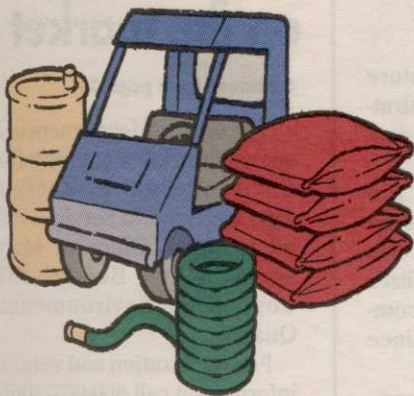


## Briefs



## SENTINEL ON TRIAL THIS SUMMER

DES PLAINES, Ill. — Field trials in 11 states involving a new systemic turf fungicide, Sentinel 40WG, are planned this summer by Sandoz Agro, Inc., under an EPA-approved Experimental Use Permit.

Sentinel GW is a broad-spectrum, long-lasting systemic fungicide for the golf course market. Diseases included in the EUP are summer patch, dollar spot, brown patch, red thread, stripe smut, rust, copper spot, gray leaf spot, gray snow mold, pink snow mold, southern blight and necrotic ring spot.

## SMITHCO APPOINTS MILLER

Emil Miller has been appointed as marketing manager for Smithco's Southeastern region, according to President Ted Smith.

Miller will be responsible for all phases of marketing for Smithco distributors and end users throughout 13 southeastern states and the Caribbean.

Miller, based in Fort Lauderdale, was formerly with DeBra Turf & Industrial Equipment as consultant for the golf industry on Florida's east coast. While at DeBra, he was recognized in each of the past two years for outstanding performance in sales and service.

## FREE PUMP OFFER FROM ROOTSINC.

ROOTSinc. is offering a free Reike model MR60-CPD dispensing pump to all first-time purchasers of the 55-gallon drums of ROOTS, ironROOTS and NoburN.

The pump, normally a \$30 value, offers 360-degree dispensing, while delivering 10 ounces per stroke.

This pump offer is available through 1992. For more information call 203-786-5295.

## DEXTER, FORD NEW HOLLAND TEAM UP

Dexter, MI-Sweepster, Inc. recently reached an agreement with Ford New Holland, Inc. to purchase Ford's model 710 Leaf Loader product line. Financial details were not released.

Calling it a "strategic growth acquisition," Sweepster Vice President Jim Bareden said the move "solidifies our place in the fast-growing waste recycling industry." The deal calls for a purchase of all machines and parts inventory along with all tooling patents and documentation.

The Model 710 Leaf Loader is a diesel-powered machine towed by a dump truck. A beater and brush in combination lift the leaves off the street and feed them to a thrower.

## Ciba-Geigy, biosys enhance marketing relationship

PALO ALTO, Calif. — Ciba-Geigy and biosys, a manufacturer of biological insecticides, have signed a research and development funding and international marketing pact.

Under terms of the agreement, Ciba-Geigy will provide biosys with \$5 million over two years for research and development of beneficial nematode strains and formulations. Ciba-Geigy will also be responsible for the promotion and marketing of biosys' nematode-based products.

In 1991, Ciba-Geigy became the exclusive distributor of biosys products in the United States for the turf and ornamental market. Ciba-Geigy's first biological insecticide product, Exhibit, was developed and manufactured by biosys.

The active components in biosys' range of biological insecticides are beneficial nematodes, microscopic organisms that kill a host of soil-dwelling insect pests. Nematodes are designed to be harmless to humans, plants and animals, leaving no harmful residues in the soil or ground water. In fact, the United States and several European countries exempt nematodes from all registration requirements.

The newly signed, 15-year agreement grants Ciba-Geigy exclusive rights to market and distribute biosys' present and future beneficial nematode-based products for insect control in the agricultural and horticultural crop markets worldwide, except the United States.

Continued on page 48

## PSI delivers 3,000th pump

Dallas-based Pumping Systems Inc. recently delivered its 3,000th pump station to Coosaw Creek, a new golf project currently under construction in Charleston, S.C. Greenwood Development Co., owners of the new project, have chosen Arthur Hills to design the new Coosaw Creek Country Club, while contractors Paul Clute & Associates have been retained to build the course. Jon Malmberg of Watermark Consultants, an irrigation consulting firm based in Charlotte, will provide irrigation design and specifications.

PSI pump station number 3,000 was sold by Smith Turf & Irrigation, PSI distributor for both the North and South Carolina territories. For the past six years, Smith has been PSI's Distributor of the Year.

Coosaw Creek's milestone pump is a 2500 GPM, VFD system featuring PSI's new PumpWatch software package. PumpWatch is now standard on all PSI stations with PLC logic. The VFD drive, as well as all electrical components, will be American-made Allen-Bradley.



Polymer application over a wide area requires heavy, specialized equipment, and has been described as "surface disruptive."

## Pulling more than their weight

### Ongoing experiments prove polymers useful in droughty soils

By Hal Phillips

Cross-linked polyacrylamide is a mouthful, but this granular polymer has impressed industry observers with its ability to soak up free water in soil and store it for the plant's use.

Under a microscope, polymers look something like a honeycomb. So it's not surprising the rock-salt-like substance can hold up to 400 times its weight in water.

While polymers have already been used in producing disposable diapers and cat box filler, several modern cross-linked polyacrylamides have hit the golf course market: Hydrosorb, Terra-Sorb, Water Grabber, Soil Moist, Water Lock and Broadleaf P4, to name just a few.

"Imagine a plate full of spaghetti," suggests Dr. Jeff Nus, an independent consultant and former member of the Horticulture Department at Kansas State University. "The gaps and holes between the strands contract and expand, giving the cross-linked polyacrylamide its wa-



Polymer crystals start out small — but after absorbing several hundred times their weight in water, they grow accordingly.

ter-absorbing capabilities.

"When the individual crystals... are injected into a turf/green situation, the crystals begin to hydrate and absorb the free water and fertilizer picked up by the water molecules. As leaf transpiration creates a demand, both the water and fertilizer held in the soil profile and hy-

Continued on page 45

## Feds display recycled goods June 29-30

By Peter Blais

Buyers representing the U.S. Department of Defense's 250 golf courses will be among those attending the federal government's first trade fair to showcase recycled products in Washington, D.C. on June 29-30.

President Bush ordered federal agencies last October to accelerate their purchases of recycled products. Federal purchases represent the single biggest market for recycled products.

Additionally, representatives from state and local governments are being encouraged to attend, as well as manufacturers, entrepreneurs, investors and corporate procurement specialists.

"The president has required us to promote cost-effective ways of using recycled materials. We are favoring the purchase of such

items," said David Moffett, the U.S. Navy's golf specialist.

Chemicals and fertilizers in recycled containers, benches, signs and other products made from recycled materials are used on golf courses, Moffett noted.

Many golf courses and other government facilities are looking at composting programs, added Nancy Stehle, deputy director of the environment in the Office of the Assistant to the Secretary of the Navy.

The fair is expected to draw 2,000 attendees and 180 exhibitors to the Washington Hilton. Admission and booth space are free.

State officials who have made significant strides in purchasing recycled products will offer training sessions to vendors on how to enter the government marketplace.

Continued on page 44



## An all new outlook from LANDCADD

FRANKTOWN, Colo. — LANDCADD International is making LANDCADD software available in the Microsoft Windows environment.

LANDCADD International is a leading developer of land planning and design software. It's used to prepare contour maps, complete site analysis, perform earthwork calculations, plan the site, design the landscape, specify plants, lay out irrigation systems and add construction details.

The 10-component package is sold by individual module, or in integrated solutions sets.

"We plan to deliver LANDCADD for Windows as quickly as is reasonably possible," said LANDCADD President Greg Jameson. "Because we're based in AutoCAD, we will make our port after AutoCAD for Windows is available from Autodesk."

Jameson indicated the Windows port is important to many users because it allows them to have multiple applications open simultaneously, without losing any of the familiar features of LANDCADD.

"We still believe our power users will probably want to remain in the MS-DOS environment because of speed considerations," Jameson added.

LANDCADD recently made available a yearly maintenance agreement for current customers in the United States.

The annual cost of the maintenance contract is \$795 per registered serial number. The cost of the agreement is 15 percent of the software list price for users with multiple copies of LANDCADD.

The maintenance agreement provides unlimited phone-in support; a toll-free number to call for support; reduced costs on major upgrades and new modules; direct support from LANDCADD's technical experts; and free copies of any maintenance releases, including bug fixes and minor enhancements, throughout the term of the agreement.

For more information, call 303-688-8160.

## Chafee named product manager at Kubota Tractor

COMPTON, Calif. — Chris Chafee has been named product engineer of Commercial Turf Products for the Kubota Tractor Corp.

Before joining Kubota, Chafee was a service representative for Case International, covering the northern California, Nevada and Hawaii regions.

## Toro teams with organic fertilizer firm

BLOOMINGTON, Minn. — The Toro Company recently announced it has completed a joint venture with Bio Huma Netics, Inc., a bio-tech liquid fertilizer manufacturer located in Chandler, Ariz.

The agreement provides for the formation of Toro Probiotic Products, a joint venture corporation to create and market a full line of organic-based, environmentally responsible lawn and

garden liquid fertilizers.

Toro said the high nutritional humate fertilizers — which originate from a proprietary organic leonardite-based technology — require significantly less phosphorus, potassium and nitrogen to achieve superior results, both above and below ground, than existing organic and synthetic fertilizers.

According to Toro Vice President of Consumer Products,

David McIntosh, "The venture is part of Toro's overall strategy to expand our core consumer product business."

McIntosh noted that Bio Huma Netics is not new on the scene. Bio Huma Netics has been manufacturing fertilizer for the agricultural and commercial turf industries since 1975.

Financial terms of the agreement were not disclosed.

## Recyclables on the market

Continued from page 43

The defense department will sponsor the fair along with the Environmental Protection Agency, General Services Administration, Office of Management and Budget and Council on Environmental Quality.

For registration and vendor information call 800-967-3066. May 15 is the deadline to register for booth space.

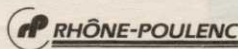


## A TURF'S-EYE VIEW OF

What's really frightening about this vision is that every year your turf is seeing more of them. And it's this increased traffic that's making even your hardiest varieties more vulnerable to disease damage.

That's where CHIPCO® brand 26019 fungicide comes in. With its unsurpassed

control of Helminthosporium Leaf Spot and Melting Out, Dollar Spot, Brown Patch, Fusarium Blight and Red Thread, CHIPCO® 26019 is simply the best investment you can make to ensure the quality and play-ability of all your turfgrasses. It even protects against



Rhone-Poulenc Ag Company, 2 T.W. Alexander Drive, Research Triangle Park, NC 27709. For additional product information, please call